

UNITED DATA SYSTEMS - DEMONSTRATION
 RANKING OF SALES AGENT
 BASED ON DEPT INCOME VOLUME
 WEST AUGUSTA OFFICE - 11
 FROM 01/01/2001 THRU 09/30/2001

DATE 09/30/2001 [05210904]

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RANK	AGENT	NAME	ASSOC.	09/01/2001 - 09/30/2001		01/01/2001 - 09/30/2001		% TOT
			W/FIRM	DEPT	INCOME	PROD	DEPT	
1	1150	RICKY WALDEN	113		37,742		312,314	12.35
2	2141	WILLIAM LUDLOW	64		34,845		177,965	7.04
3	2116	CAROLYN SHAEFFER	140		13,687		173,244	6.85
4	1148	DAN BARNARD	68		38,469		169,733	6.71
5	1136	THOMAS COGHILL	41		13,282		157,597	6.23
6	1106	KEITH GRIFFIS	208		7,037		144,329	5.71
7	1115	DIEDRE BEAUFORD	169		16,516		103,076	4.07
8	1123	TIM COFFEY	28		11,775		68,341	2.70
9	1187	RICHARD HATCHER	20		2,401		66,939	2.65
10	2111	ANGELINE HARRISON	155		13,152		65,156	2.58
11	2036	WILLIAM MACKY	106		9,616		64,534	2.55
12	1145	MICHEAL RENNISON	25		10,340		52,973	2.09
13	1164	STEPHEN SELLERS	33		2,928		48,059	1.90
14	2018	WILMA SPEARS	123		3,948		47,686	1.89
15	2162	ROY WALDEN	11		4,817		46,180	1.83
16	1113	JEAN BARNES	171		1,887		43,350	1.71
17	2003	DEBORAH BRADLEY	164		0		41,882	1.66
18	1128	STEVE COGHILL	144		2,785		40,029	1.58
19	1118	JAMES DIXSON	78		2,961		39,168	1.55
20	1142	ROBERT RESTOCK	123		590		38,276	1.51
21	1105	TAMARA JOHNSON	21		0		37,830	1.50
22	2011	ROBERT SAGER	13		0		33,818	1.34
23	1173	SAMUEL WRIGHT	18		2,909		33,292	1.32
24	1183	CHIP BAREFILED	19		0		32,777	1.30
25	2005	JAMES HENDRIX	44		2,385		31,465	1.24
26	2034	JOHNNY TIMMONS	108		0		29,541	1.17
27	2051	BRIAN MARTIN	13		3,487		28,979	1.15
28	1196	BRAIN MCBRIDE	26		4,817		28,482	1.13
29	2202	MICHEAL TRAVIS	11		0		27,414	1.08
30	1146	JAMES SUMMERFORD	30		3,446		27,091	1.07
31	1177	ROBERT SHAW	19		469		27,056	1.07
32	2052	GREGG NEWMAN	13		2,944		26,958	1.07
33	2002	LARRY NORRIS	165		5,541		26,881	1.06
34	1110	MAGAREE TREADWELL	32		5,675		25,984	1.03
35	1156	CARLA ATKINS	107		0		25,856	1.02
36	1104	CATHERINE SIMMONS	27		5,889		24,885	.98
37	1124	DARWIN WAKEFIELD	28		0		24,737	.98
38	2164	DAVID MADDING	88		0		21,876	.86
39	2017	MONICA NEAL	130		0		21,707	.86
40	1122	SCOTTIE NAPIER	28		987		17,219	.68
41	2027	SCOTT REVOLINSKI	113		2,749		17,112	.68
42	2200	WILLIS SIKES	11		0		10,180	.40
43	1159	ALICE WILSON	15		0		9,811	.39
44	2203	DONNIE BUSBEE	11		0		6,151	.24
45	1119	TAMMY BOONE	158		0		6,082	.24
46	2154	TOM YOUNG	13		3,454		5,428	.21
47	2208	DOLLIE STEPHENS	9		0		5,354	.21
48	2212	DALE THOMAS	6		0		4,902	.19
49	2206	GARY TURNER	9		0		3,435	.14
50	2160	RICKY USRY	11		0		2,594	.10

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RANK	AGENT	NAME	ASSOC.	09/01/2001 - 09/30/2001		01/01/2001 - 09/30/2001		% TOT
			W/FIRM	DEPT INCOME	PROD	DEPT INCOME	PROD	
51	1180	CHRIS HADDEN	49		0	2,265	.09	
52	2215	MARY SEYMOUR	5		987	987	.04	
53	2218	MARY RICKERSON	13		0	692	.03	
54	1140	NANCY BROADIE	30		0	0	.00	
55	1103	KRYSTAL NISSAN	179		0	0	.00	
56	1194	EARL PAYNE	21		0	0	.00	
		- - - T O T A L - - -			274,517	2,529,672		

UNITED DATA SYSTEMS - DEMONSTRATION
 RANKING OF SALES AGENT
 BASED ON DEPT INCOME VOLUME
 FROM 01/01/2001 THRU 09/30/2001

DATE 11/15/2001 [07121649]

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RANK	AGENT NAME	ASSOC. W/FIRM	09/01/2001 - 09/30/2001 #	LIST VOLUME	01/01/2001 - 09/30/2001 #	LIST VOLUME	% TOT
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S U M M A R Y O F R A N K I N G

56 ACTIVE AGENTS 2,529,672.00

FIRST	25 %	PRODUCED	1,651,946.00	65.3%	OF TOTAL DEPT INCOME
SECOND	25 %	PRODUCED	505,069.00	20.0%	OF TOTAL DEPT INCOME
THIRD	25 %	PRODUCED	324,956.00	12.8%	OF TOTAL DEPT INCOME
FOURTH	25 %	PRODUCED	47,701.00	1.9%	OF TOTAL DEPT INCOME

FIRST	25 %	OF INCOME WERE PRODUCED BY	3	5.4%	OF TOTAL ACTIVE AGENTS
SECOND	25 %	OF INCOME WERE PRODUCED BY	5	8.9%	OF TOTAL ACTIVE AGENTS
THIRD	25 %	OF INCOME WERE PRODUCED BY	14	25.0%	OF TOTAL ACTIVE AGENTS
FOURTH	25 %	OF INCOME WERE PRODUCED BY	34	60.7%	OF TOTAL ACTIVE AGENTS

S T A T I S T I C S O F R A N K I N G

MONTH ASSOC. W/ FIRM	#	AVERAGE	MEDIAN
000 - 006	1	987.00	987.00
006 - 012	8	13,276.75	5,753.34
012 - 018	6	17,614.86	18,384.93
018 - 024	6	32,982.70	33,034.89
024 - 036	10	31,777.55	26,537.96
036 - 048	2	94,531.53	94,531.53
048 - UP	23	70,090.12	40,029.92
TOTAL	56	45,172.71	27,948.12